

Message Text

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ACTION EA-12

INFO OCT-01 IO-13 ISO-00 CIAE-00 DODE-00 INR-10
NSAE-00 PA-01 ICA-11 SP-02 EB-08 COME-00 STR-07
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R 190853Z MAY 78
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 8066
USMISSION GENEVA

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USMTN

E.O. 11652: NA
TAGS: ETEL, ETRD, JA
SUBJECT: NTT PRESIDENT MEETS WITH PRIME MINISTER TO
PROTEST INCLUSION OF NTT PROCUREMENT IN MTN

1. SUMMARY: NIPPON TELEPHONE AND TELEGRAPH CO. (NTT)
PRESIDENT AKIKUSA ANNOUNCED HE HAD MET WITH PRIME MINISTER
FUKUDA TO ASK THAT NTT PROCUREMENT NOT BE INCLUDED IN THE
MTN. THE PRIME MINISTER'S REPORTED ANSWER IN EFFECT DENIED
AKIKUSA'S REQUEST, INDICATING THAT JAPAN MAY BE
PLANNING TO MAKE SOME CONCESSIONS ON THE NTT PROCUREMENT
ISSUE. END SUMMARY.

2. NTT PRESIDENT TOKUJI AKIKUSA ANNOUNCED AT A PRESS CON-
FERENCE ON MAY 17 THAT HE HAD MET WITH PRIME MINISTER
FUKUDA TO PROTEST THE INCLUSION OF NTT PROCUREMENT POLICIES
IN THE NEGOTIATIONS ON GOVERNMENT PROCUREMENT AT THE MTN.
ACCORDING TO TRADE PAPER "DENPA SHINBUM" ARTICLE CONFIRMED
BY NTT PRESS OFFICE, AKIKUSA SAID TO THE PRIME MINISTER
"SINCE NTT USED ONLY DOMESTICALLY PRODUCED EQUIPMENT, IT
WOULD MAKE THE OPERATION OF HIS COMPANY DIFFICULT IF THEY
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WERE FORCED TO USE FOREIGN MADE EQUIPMENT, AND THEREFORE,
HE WOULD LIKE THE CURRENT SYSTEM CONTINUED." THE PRIME
MINISTER IS REPORTED TO HAVE REPLIED THAT HE WOULD LIKE
NTT'S COOPERATION IN REMOVING NON-TARIFF BARRIERS.

3. MR. AKIKUSA'S MEETING WITH FUKUDA FOLLOWED A MEETING
BETWEEN MR. AKIKUSA AND FUJITSU PRESIDENT KOBAYASHI ON

MAY 9. MR. KOBAYASHI, IN HIS CAPACITY AS PRESIDENT OF THE TELECOMMUNICATIONS EQUIPMENT MANUFACTURERS ASSOCIATION ASKED THAT NTT NOT OPEN UP PROCUREMENT TO FOREIGN MANUFACTURERS BECAUSE DOMESTIC MAKERS WERE IN FINANCIAL DIFFICULTIES. IF FOREIGN MAKERS WERE ALLOWED TO BID ON NTT PROJECTS, IT WOULD MAKE THE SITUATION EVEN WORSE FOR DOMESTIC MAKERS.

4. IN HIS PRESS CONFERENCE MR. AKIKUSA DID NOT ELABORATE ON HIS DISCUSSIONS WITH THE PRIME MINISTER BEYOND HIS REPORTED ANSWER WHICH IN EFFECT DENIED THE REQUEST FOR SPECIAL CONSIDERATION.

5. COMMENT: THE STAGE MAY NOW HAVE BEEN SET FOR SOME CONCESSIONS BY THE GOVERNMENT ON THE NTT PROCUREMENT ISSUE. EQUIPMENT MAKERS HAVE REGISTERED THEIR OBJECTIONS WITH NTT, AND NTT IN TURN HAS PUBLICLY ANNOUNCED THAT IT HAS ASKED FOR SPECIAL CONSIDERATION BUT HAS BEEN TURNED DOWN BY THE PRIME MINISTER. HAVING GONE THROUGH THIS PROCESS, THE WAY MAY NOW BE CLEAR FOR THE GOVERNMENT TO OPEN UP NTT PROCUREMENT, WHICH IS OF CONSIDERABLE CONCERN TO POTENTIAL U.S. SUPPLIERS AND THE SUBJECT OF A NUMBER OF ACTUAL OR PROSPECTIVE CASES IN THE TRADE FACILITATION COMMITTEE.
MANSFIELD

NOTE BY OC/T:: TELEGRAM DELAYED IN TRANSMISSION.
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NNN

Message Attributes

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